

Message Text

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SUBJ: KUWAIT TENDERS FAHAHEEL HOSPITAL

REF: KUWAIT 3093

1. KUWAIT RECENTLY TENDERED THE 550 BED FAHAHEEL HOSPITAL WHICH IS TO SERVE THE SOUTHERN SECTOR OF COUNTRY. TENDER WAS ISSUED IN THREE PARTS: A) CONSTRUCTION AND MAINTENANCE; B) SUPPLY AND INSTALLATION OF HEATING, AIR CONDITIONING, VENTILATION, AND REFRIGERATION; AND C) ELECTRIC LIFTS. A NUMBER OF GOOD US FIRMS ARE REGISTERED UNDER EACH OF THESE CATEGORIES AND IN CONTRAST WITH PREVIOUS SUCH PROJECTS, WE EXPECT MOST OF THE US COMPANIES TO SUBMIT PROPOSALS.

2. PERINI BROS. AND F.D. RICH HOUSING CORP. ARE REGISTERED WITH ELEVEN OTHER COMPANIES TO BID FOR CONSTRUCTION. CARRIER, YORK, AND WESTINGHOUSE ARE COMPETING FOR AIR CONDITIONING, ETC., AND OTIS WHICH RECENTLY FORMED A MARKETING JOINT-VENTURE IN KUWAIT WILL BID ON LIFTS AGAINST TWO OTHER FIRMS ALTHOUGH OTIS EQUIPMENT IS LARGELY MANUFACTURED OUTSIDE US.

3. OTHER MAJOR HOSPITAL PROJECTS WHICH WILL PROBABLY BE TENDERED THIS YEAR INCLUDE THE MUBARAK AL-KABIR, A 550 BED HOSPITAL SIMILAR IN DESIGN TO THE FAHAHEEL AND
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A COMPLETELY NEW BUILDING FOR THE PRE-EXISTING AMIRI

HOSPITAL WHICH WILL ADD ANOTHER 400 BEDS. THE COUNTRY'S NEW MEDICAL SCHOOL IS SCHEDULED FOR TENDER IN DEC. OF THIS YEAR AND THIS WILL PROBABLY INCLUDE AN OUTPATIENT AND EMERGENCY CLINIC FOR THE LARGE SABAH HOSPITAL. IN ADDITION SEVERAL MORE US COMPANIES ARE BELIEVED TO BE PRESENTLY PREPARING PROPOSALS FOR THE ALREADY TENDERED JAHRA AND FARWANIEYYEH PREFABRICATED HOSPITALS WHICH ARE TO BE DESIGNED AND CONSTRUCTED ON A TURNKEY BASIS. IT IS ALSO POSSIBLE THAT A NEW MILITARY HOSPITAL WILL BE BUILT SOON.

4. COMMENT: WE ARE ENCOURAGED THAT US CONSTRUCTION FIRMS ARE NOW TAKING AN ACTIVE INTEREST IN THESE PROJECTS WHICH THEY FORMERLY IGNORED. THIS IS DUE TO THE INCREASED COMPETITIVENESS OF U.S. FIRMS, GROWING SOPHISTICATION ON THE PART OF KUWIAT IS IN THEIR TENDERING PROCEDURES, BUT MOST IMPORTANTLY THE ATTENTION THE AREA HAS RECEIVED BECAUSE OF ITS GREATLY SWELLED REVENUES.
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